

Message Text

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FM AMEMBASSY VIENNA

TO USDOC WASHDC

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UNCLAS VIENNA 10554

COMMERCE FOR BIC/OED

EO 11652: NA

TAGS: BEXP, EIND, US, AU

SUBJ: MAJOR INVESTMENT PROJECT OF NATIONALIZED INDUSTRY: US

FIRM HAS GOOD CHANCE WIN LARGE DELIVERY CONTRACT

REF : VIENNA 3078

1. ON DECEMBER 13, EMBASSY OFFICERS MET AGAIN WITH DR. GEIST, DIRECTOR GENERAL OF STATE HOLDING OEIAG, TO DISCUSS MAJOR INVESTMENT PROJECTS ON NATIONALIZED ENTERPRISES.

2. IN THIS MEETING, DR. GEIST PROVIDED INFORMATION ON PLANS OF NO-FERROUS METL COMBINE VEREINIGTE METALLWERCE RANSHOFEN-BERNDORF (VMRB) TO INSTALL CAST WIRE ROLLING MILL (IN GERMAN "GIESSDRAHTWALZWERK") IN ITS COPPER REFINING PLANT MDXDODQ HZ"3AR FUTURE. GEIST INDICATED THAT U.S. FIRM SOUTHWIRE OF CARROLLTON, GEORGIA, SEEMS HAVE EXCELLENT CHANCE TO RECEIVE DELIVERY CONTRACT.

3. EMBASSY FOLLOWED UP WITH RESPONSIBLE VMRB OFFICER AND WAS INFORMED THAT PROJECT WILL BE STARTED IN 1975. ANNUAL CAPACITY OF CAST WIRE ROLLING MILL PROJECTED BETWEEN 36,000 AND 45,000 METRIC TONS; TOTAL COST OF NEW FACILITY ESTIMATED AT ABOUT AS100 MILLION(US\$5.7 MILLION AT CURRENT MIDDLE RATE ON EXCHANGE).

4. AMONG AN UNKNOWN NUMBER OF BIDS, VMRB RECEIVED A PRELIMINARY OFFER FROM SOUTHWIRE AND IS IN CLOSE CONTACT WITH MR. ROY RICHARDS, UNCLASSIFIED

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PRESIDENT OF U.S. COMPANY. ACCORDING TO OUR SOURCE, SOUTHWIRE'S

PRELIMINARY BID IS "WELL PLACED" AND PROSPECTS THAT CONTRACT WILL BE AWARDED TO THAT FIRM RE XCELLENT. REASON FOR THIS PREFERENCE IS THAT U.S. FACILITY EXACTLY MEETS CAPACITY REQUIREMENTS AND HAS PROVEN ITS QUALITY IN OPERATION.

5. COMMERCE MAY WISH PASS ABOVE INFORMATION TO MR. RICHARDS AND INQUIRE WHETHER THERE ANY ASSISTANCE IT OR EMBASSY CAN PROVIDE TO HELP SOUTHWIRE WIN CONTRACT. HUMES

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